

# U.S. Army Corps of Engineers Baltimore District

**Colonel J. Richard Jordan, III**

Commander and District Engineer

Baltimore District, US Army Corps of Engineers

Baltimore, Maryland


**Briefing to the SAME Baltimore  
Post  
2015 Small Business Conference  
March 18, 2015**



US Army Corps of Engineers  
**BUILDING STRONG®**



# Today's presentation is available for download:



## BALTIMORE DISTRICT

# US Army Corps of Engineers

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### Business With Us

The Baltimore District partners with private industry, including large, medium and small firms to accomplish a diverse mission around the world. Our contracting office supports civil works, military and environmental projects.

The Army Corps of Engineers fully supports the government policy of placing a fair proportion of the Corps contracts for supplies, design engineering, construction and support services with qualified Small, Small Disadvantaged, Women-Owned, HUBZone, Service-Disabled Veteran-Owned and Veteran-Owned business. In addition, such concerns are to be afforded the maximum practicable opportunity to participate as subcontractors in qualifying contracts awarded to large business.

### Current Baltimore District Contracting Opportunities

### Forecasted FY15 Contracting Opportunities

### Awarded Prime Contracts

### Contacts

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### Links

- 2015 Small Business Conference
- Industry Day 2015
- SAME Baltimore
- SAME - Chesapeake Post
- Industry Day 2013
- Small Business
- Real Estate
- Contracting



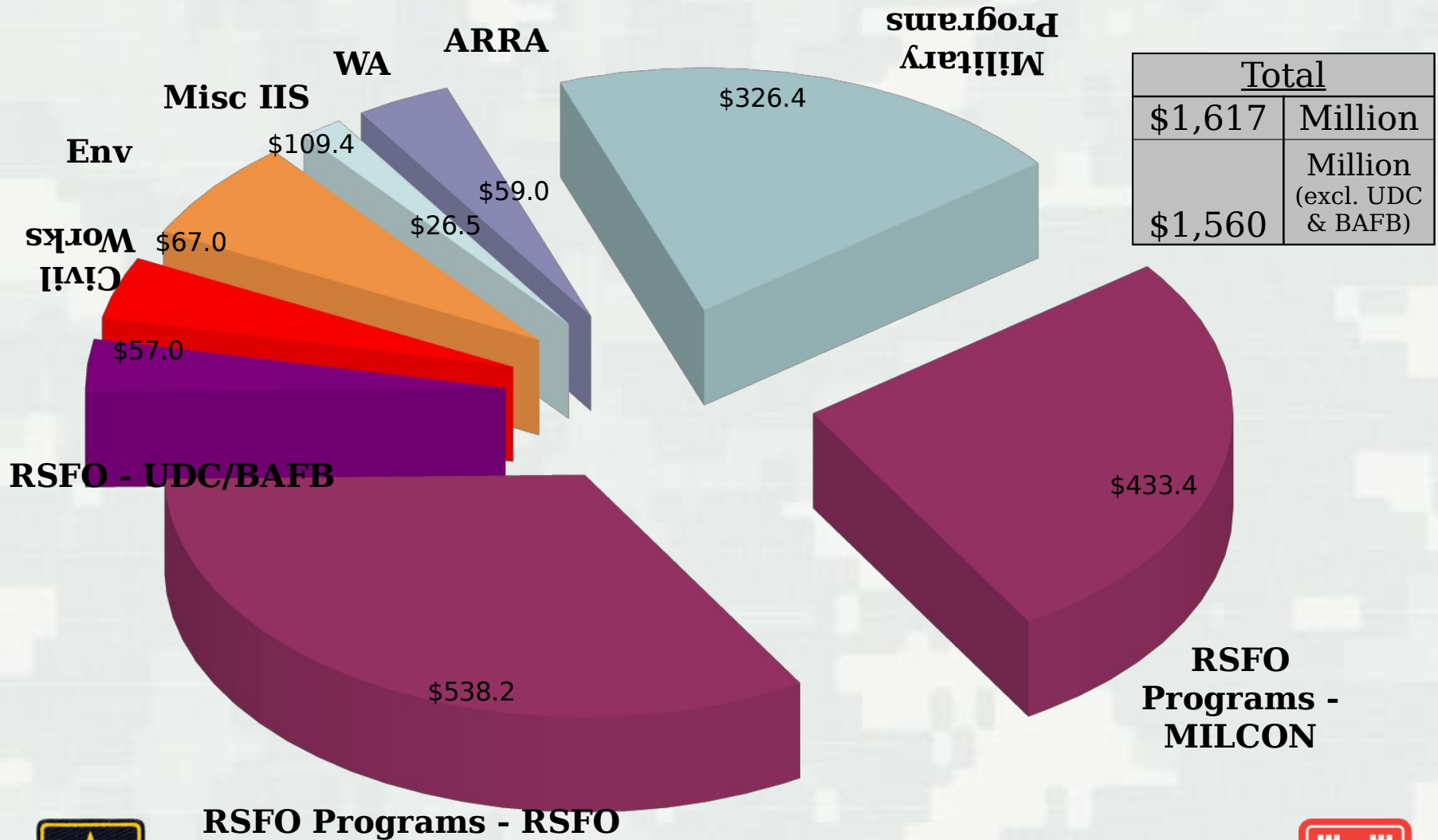
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[http://](http://www.usace.army.mil/BusinessWithUs.aspx)

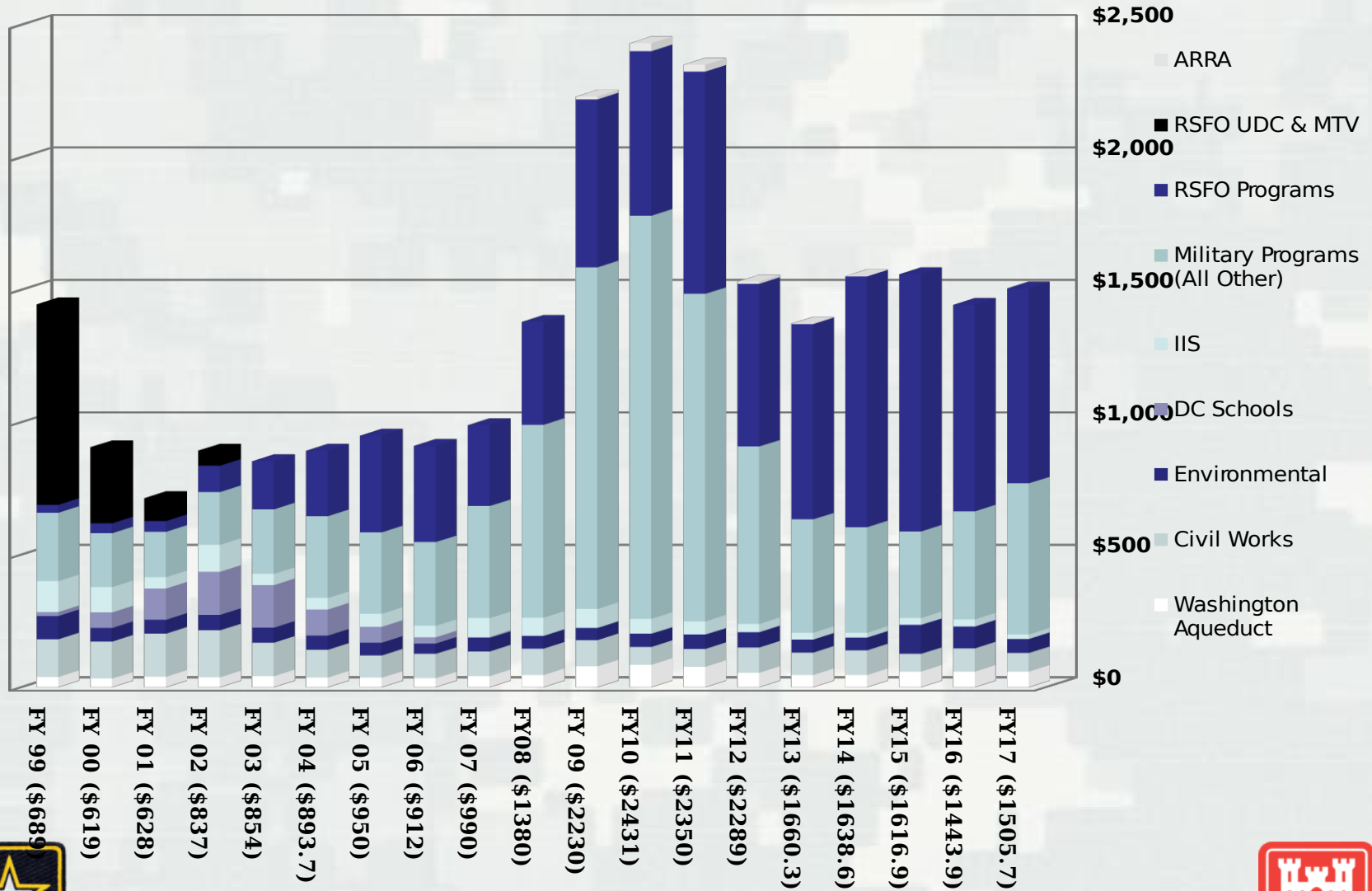




# FY15 Projected Program Expenditures



# FY15 Program Trends



# USACE Workforce & Industry Role

Leverage personnel resources through partnering/contracting w/ private sector

~290  
uniformed  
military

~23,000 gov't  
employees

~300,000  
construction  
contractors on  
a given day

- Unlimited capability to perform 100% of Civil Works & Military Construction

A-E firms (5,000 employees) perform ≥ 65% of planning & design



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# Small Business Partnerships Deliver Value



**Military Construction - JLENS**



**Civil Works - Paint Branch Restoration**



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# Engaging the Community

## Current Baltimore District Contracting Opportunities

## Forecasted FY14 Contracting Opportunities

## Awarded Prime Contracts

**U.S. Army Corps of Engineers, Baltimore District** Beach renourishment is underway in Ocean City, Maryland! <http://lnkd.in/dXVBrUt>



### Beach renourishment in Ocean City underway

[flickr.com](http://www.flickr.com/photos/usace-baltimore-district/) • The Corps conducts beach renourishment in Ocean City, Md. Typically conducted every four years, the renourishment process uses dredged material from offshore to reshape the beach profile. On average, 800,000 cubic yards of sand is required to...

## USACE Baltimore

U.S. Army Corps of Engineers



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Headquartered adjacent to Baltimore's Inner Harbor, the Baltimore District provides design, engineering, construction, environmental and [real estate expertise](#) to a variety of important projects and customers.

<http://about.me/usace.baltimore>



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# Baltimore District Deputy for Small Business



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# Small Business Mission & Vision

NAB will strive to be stewards of the taxpayers' dollars by balancing mission accomplishments and the Government's responsibility of socio-economic development by maximizing opportunities for small businesses.



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# How and What NAB Buys



- Mandatory Sources e.g. supplies/services from the Procurement List maintained by the Committee for Purchase From People Who Are Blind or Severely Disabled—AbilityOne, etc
- Pre-positioned competitive contracts i.e. General Service Administration (GSA) Federal Supply Schedules (FSS)
- Full & Open Competition
- Full & Open Competition After the Exclusion of Sources
  - ▶ SB, SDVOSB, HUBZone, WOSB and 8(a) competitive set asides; 8(a) sole source





# What NAB Buys

- Environmental services
- A&E services
- Civil & Military construction
- HVAC and electrical services
- Relocation Services
- Janitorial services
- Furniture







# Top 5 NAICS Codes

- 236220 – Commercial and Institutional Building Construction
- 237990 – Other Heavy and Civil Engineering Construction
- 238220 – Plumbing, Heating and Civil Engineering Construction
- 541330 – Engineering Services
- 561720 – Janitorial Services



# FY 14 Small Business Accomplishments



(As of 9 October 2014 )

Category	Dollars	Actual % / Statutory Goal / NAB Goal	USACE NAD Goal
Small Business	\$271,314,715	24.54% / 23% / 23%	41.5%
Small Disadvantaged	\$151,869,641	13.73% / 5% / 10%	18%
8(a)	\$31,594,701	<i>No specific goal for 8(a) - 8(a) included in SDB accomplishments</i>	
Women-Owned	\$59,374,617	5.37% / 5% / 6%	7%
Service-Disabled Veteran-Owned	\$22,698,290	2.05% / 3% / 3%	4%
HUBZone	\$22,874,680	2.07% / 3% / 3%	11%
<b>Total Dollars Obligated (to include SB awards):</b> <b>\$1,105,736,828</b>			



Green - Met both the statutory and USACE NAB SB goal	
Amber - Met the statutory goal, but didn't meet the USACE NAB SB goal	
Red - Didn't meet the statutory or USACE NAB SB goal	



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# FY 15 Small Business Goals & Targets

## *Prime Contract Goals:*

- SB 25%
- SDB 10%
- WOSB 6%
- HUBZone 3%
- SDVOSB 3%
  
- HBCU\* 2.5%

*\*No Statutory goal - Aspirational*

## *Subcontracting Targets:*

- SB 50%
- SDB 17%
- WOSB 18%
- HUBZone 10%
- SDVOSB 4%
- VOSB 8.5%



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# FY 15 Small Business Accomplishments



(As of 20 February 2015)

Category	Dollars	Actual % / Statutory Goal / NAB Goal	USACE NAD Goal
Small Business	\$31,885,134	45.3% / 23% / 25%	41.5%
Small Disadvantaged	\$19,341,142	27.5% / 5% / 10%	19%
8(a)	\$5,696,333	<i>No specific goal for 8(a) - 8(a) included in SDB accomplishments</i>	
Women-Owned	\$15,036,246	21.4% / 5% / 6%	7%
Service-Disabled Veteran-Owned	\$889,375	1.3% / 3% / 3%	4.5%
HUBZone	\$1,539,743	2.2% / 3% / 3%	9%
<b>Total Dollars Obligated (to include SB awards): \$70,381,017</b>			



Green - Met both the statutory and USACE NAB SB goal	
Amber - Met the statutory goal, but didn't meet the USACE NAB SB goal	
Red - Didn't meet the statutory or USACE NAB SB goal	



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# How to Improve Your Chances

- Build relationships, i.e., join trade associations—National Veteran Owned Business Association, Society of American Military Engineers, etc
- Establish teaming arrangements, partnerships, and joint ventures with other firms that compliments your firm's capabilities
- Review the Forecast of Contracting Opportunities (FCO) and Federal Business Opportunities (FedBizOpps)
- Keep your finger on the pulse—listen up with your industry
- Stay current with regulations and mandates





# How to Improve Your Chances cont'd

- Respond to Sources Sought Notices/Request for Information and ultimately solicitations
- Market your firm/match up capabilities against USACE requirements
- Have all financial documents (bonding) in order
- Keep your firm's information current
- Provide cost savings, value added, the necessary experience
- Do your homework—review our website, familiarize yourselves with what and how we buy
- GET EXCITED TO DO BUSINESS WITH USACE NAB!!







# ***NAB Business Opportunities***



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# Expected Out This FY



- INSCOM SCIF Phase II (UNR), Ft. Meade, MD – 2<sup>nd</sup> QTR
- 8(a) DB/DBB MATOC (4 awards w/ \$10M capacity each), NAB-wide – 3<sup>rd</sup> or 4<sup>th</sup> QTR
- 8(a) DB/DBB SATOCs (5 awards w/ \$8M capacity each), NAB-wide – 2<sup>nd</sup> QTR
- \$49.9M HUBZone & SDVOSB DB/DBB MATOCs (shared capacity of up to 3 to 5 awards), NAB-wide – 3<sup>rd</sup> or 4<sup>th</sup> QTR
- Component Rebuild Facility (TBD), Letterkenny Army Depot – 4<sup>th</sup> QTR
- Upgrade HVAC System, Ft. Belvoir, VA – 3<sup>rd</sup> QTR



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# Expected Out This FY cont'd



- Baltimore Harbor Maintenance Dredging (UNR) – 3<sup>rd</sup> or 4<sup>th</sup> QTR
- \$103M UNR SATOC for Secure Customers, Baltimore Washington/CONUS – 2<sup>nd</sup> QTR
- \$103M UNR SATOC for Campus Feeders, Ft. Meade, MD – 2<sup>nd</sup> QTR
- \$499M MATOC to include a SB reserve (up to 5 SB and LB awards), NAB-wide – 2<sup>nd</sup> QTR
- AE IDIQs – RSFO (UNR), CONUS + Hawaii (2 awards \$49M each) – 3<sup>rd</sup> QTR
- OASIS Expanded Remediation, Ft. Drum, NY (SBSA) – 3<sup>rd</sup> QTR







# Items of Interest

- NAB/NAD has expressed interest to increase HUBZone & SDVOSB participation
- NAB is working on various SB MATOCs e.g. SDVOSB/HUBZone in support of DB/DBB requirements
- As a result of the SB Jobs Act of 2010 (P.L. 11-240), NAB has implemented use of 13 CFR 125.2(e)(4) and FAR Part 19.502-4—has included SB reserves within its MATOCs
- NAB will host a 2nd Industry Day on 10 April 2015 – Website:

<http://www.nab.usace.army.mil/BusinessWithUs/IndustryDay2015.aspx>



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# Point of Contact Information:



## Deputy for Small Business

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- Telephone: (410) 962-2587



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# For More Information

## **Our District Website:**

**<http://www.nab.usace.army.mil>**

## **Current Contracting Opportunities and recently awarded contracts:**

**[www.fbo.gov](http://www.fbo.gov)**

## **NAB FY 15 Forecast of Contracting Opportunities (FCO):**

**<http://www.nab.usace.army.mil/BusinessWithUs.aspx>**



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